

8.1 .2k .27505

REYNOLDS HISTORICAL GENEALOGY COLLECTION









->>>

Being some recollections of life on its Western Frontier

By
MARY LILLIAN <u>FAETH</u>

900 900-

Being some recollections of life on its Western Frontier

YEL

MARY LILLIAN FARTH

1727505

COPYRIGHT

MARY LILLIAN FAETH

1947

PRINTED IN THE UNITED STATES OF AMERICA BY THE TRIGGS COLOR PRINTING CORPORATION



. 13 = 3

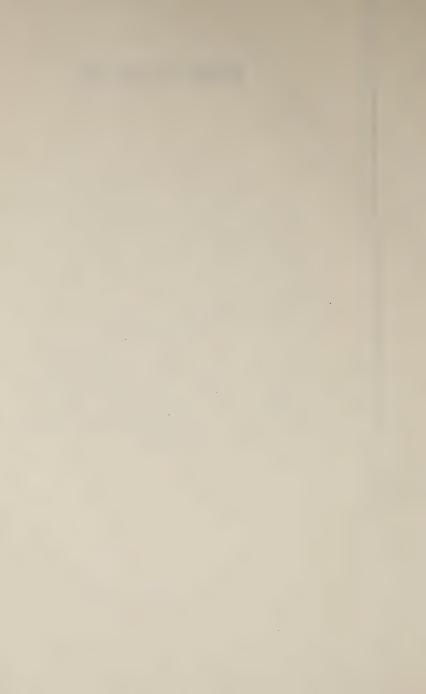
DEDICATION

Dedicated to the members of the twenty-five year club of The Faeth Company, Kansas City, Missouri.



FOREWORD

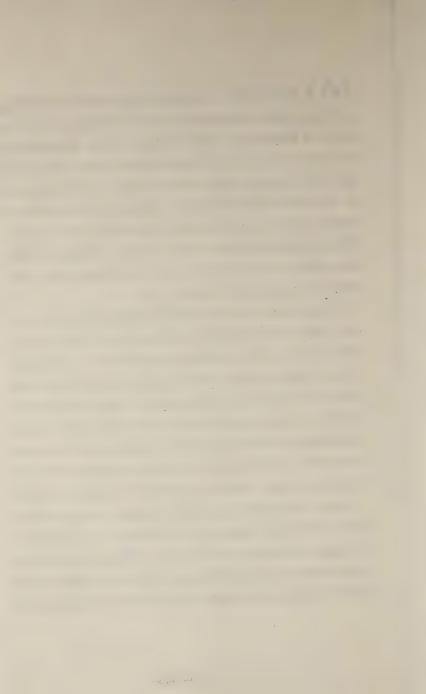
When I first moved to Massachusetts to live with my daughter, about ten years ago, people looked either bored or amazed when I mentioned Kansas. To most of them, no doubt, it sounded very far away and almost like a foreign country. But I've noticed lately they seem interested. I suppose that is because so many of them have read William Allen White's book. What he wrote about is familiar to me from hearsay. But while he was settling the politics of Eastern Kansas, I was living through exciting days on the Western border of the state. Anybody who knows Kansas knows how different those two parts are.



Y JOURNEY to Kansas began with the wedding of Mary Lillian Plank and Charles E. Faeth on June 21st, 1887, in Bloomfield, Davis County, Iowa. Immediately after the ceremony my husband and I were escorted by the bridal party to the railroad station on the main line of the Rock Island Railroad, where, in the middle of smiles and tears, we boarded the train for St. Joseph, Missouri, the first break in our journey. We spent a few days there in what seemed to us a very busy city, sight-seeing, shopping and visiting.

We took the next step of our adventure by the aid of the Union Pacific Railroad, the only one then crossing the continent. Our ultimate destination was Sherman Center, Kansas, a new town on the frontier, forty miles from the railroad and fifteen miles from the Colorado border. At that time, the Center, as it was usually called, was fighting with two other towns, Eustis and Voltaire, to see which would become the county seat. Eustis had the temporary honor until the question was finally decided.

After a long dusty and tiring journey we got off the train at Wallace, Kansas, glad to breathe the good fresh air again and feeling as if we were really getting near our new home. My husband had gone West a year before and in his many letters he had boasted of the beauties and the



pleasures the new country offered. Among the things he wrote most about were the drives over the wonderful plains behind the splendid livery horses. Imagine his chagrin when his best friend drove up in front of the hotel to take us on our long overland trip, in a carriage drawn by one very good looking horse and one runty little mule. It has always been a question in my mind which was the more embarrassed, my husband or the horse.

So, with much banter and shrieks of laughter, we began the last leg of our journey to our new home — with a mule, a horse, a comfortable carriage and youth. The atmosphere was heavenly, the sun shone clearly, while ahead of us stretched the colorful Kansas prairie and the endless horizon.

As we rode we heard the story of our strange steeds. On the way to meet us, one of the team, the fanciest livery team in the whole county, had been taken violently ill and could not go on. By sheer luck, which we took to be a good omen for the future, this happened half a mile away from a homesteader's sod shack. This good-hearted settler had loaned us his only means of transportation, a mule to help us on our journey. That sick horse might have created a very serious situation. Travellers were few and sod houses rare. The telephone and telegraph had not yet reached the frontier. Except for that shack and the good

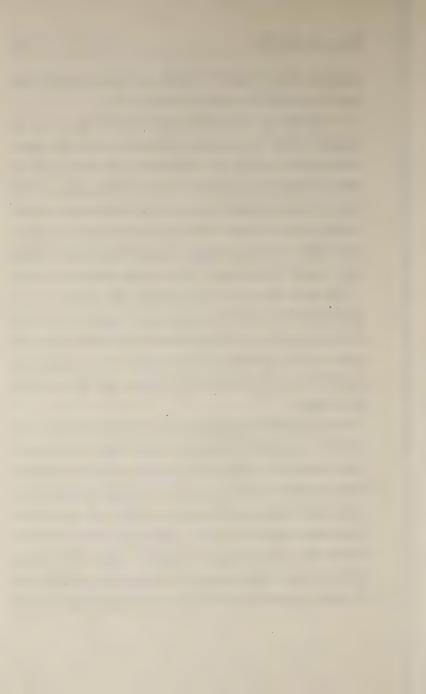


samaritan who owned it, a bride and groom might have been left stranded at the railroad station.

In this day of automobiles and airplanes it is hard to imagine or even for me to remember that entire day spent driving cross country on roads made only by the ruts of settlers' wagons, over natural sod or buffalo grass which had never been turned. I do not believe we passed a single traveller and the few settlers we saw seemed surprised when they waved greetings. It should have been tedious but it wasn't. Everything was new and fascinating to us.

The mule seemed to take on new life when we approached his home and was apparently as glad as we were to find that the horse had recovered his health and could take over his rightful job. Our benefactor accepted our thanks with a dry smile and few words and did not urge us to linger.

As we plodded along the prairie seemed to grow more and more colorful. Coming to what was practically a desert, we saw that this color came from millions of cactus-blooms which seemed to carpet everything. Suddenly, far ahead, this color was reflected in a blue lake miles long, with houses and trees beside it, and cattle. We knew there was no lake and no houses or cattle or trees within hundreds of miles. This was the first mirage I ever had seen. As more appeared each one seemed lovlier than the one

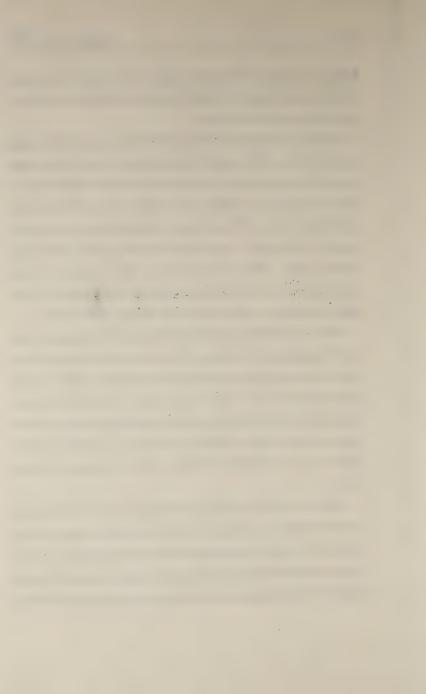


before. I wonder if they still appear now that the country has been cultivated. Could they be seen from an automobile going a mile a minute?

At last we could see Sherman Center, a speck far ahead on the horizon. It seemed to take a long time for us to get there. The hotel stood out above the rest of the town. It was a two-story building, set upon corner blocks, the only one in town. The village was built around a square called "The Park" which was nothing but a block of buffalo grass, with a bandstand in the center. I was to learn later that everything happened on this square from band concerts to exhibitions of roping wild horses.

The business houses which surrounded the square were small temporary buildings. No one wanted to invest in a permanent building until after the election which would decide the location of the county seat. Yet all of the essential businesses were represented, including a weekly newspaper. Homes were dotted around all four sides of the square in an irregular fashion—not on streets but on paths.

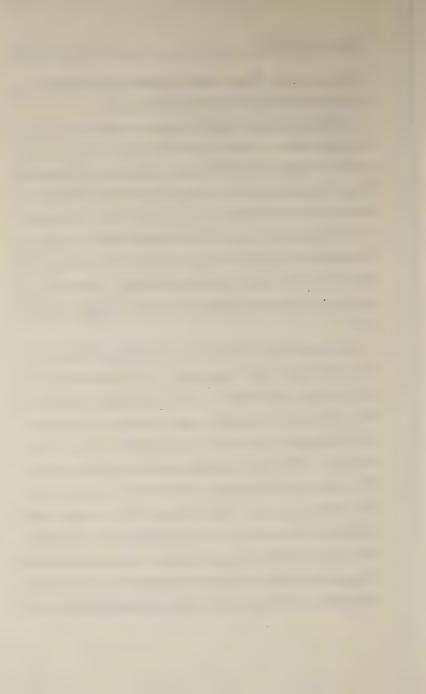
Of course the first thing we looked at was the Charles E. Faeth Hardware Store. I have no doubt it was exactly like all the other buildings, but it still stands out in my mind. All my husband's savings after three years of travelling for a wholesale house had been put into that building



and its contents. There was our present and our future. I felt a lump in my throat when I looked at it.

I will never forget that first supper at the hotel. Its official name was the Sherman House, but it was usually called Prewitt's, after the people who ran it. We ate at a long table with twelve other guests, all men. They were the bachelor merchants of the town. To my disappointment they looked exactly like the merchants at home, in Bloomfield, except they were younger and more bronzed, and somehow more determined-looking. I noticed with great pride that my husband was the youngest of them all.

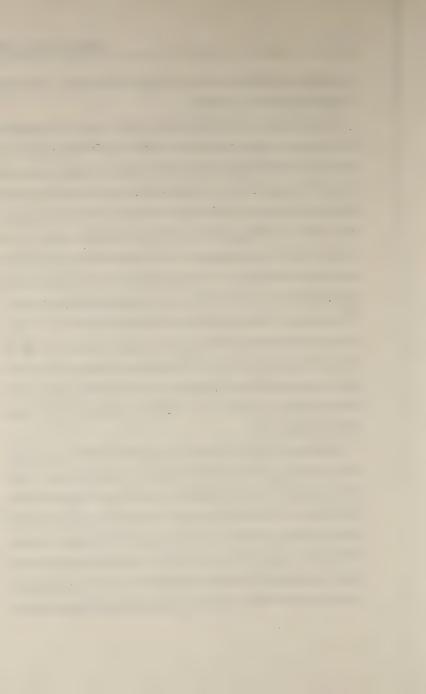
But where was the typical frontiersman? Where was what they now call "the glamor"? As I recovered from my shyness I looked around and saw Cowboy Charlie. He was obviously a personality, tall, slender and handsome. His equipment was complete, full cartridge belt, two revolvers, a wonderful buckskin jacket, and leather boots. He might almost have been the screen hero of today except that he looked less artificial. His manners were courtly and he made a low sweeping bow in acknowledgment of his introduction to the bride. Perhaps I was a little disappointed when I learned later that he too was a business man, a cattle raiser, and lived prosaically with his old



mother in a sod house some distance from town. There he was holding down a claim.

I was surprised the other day to have one of the youngsters in my family ask what I meant by holding down a claim. It made those pioneer days somehow seem very far away. It meant living on land given by the government long enough to establish title to that land and make it your own. Two years ago there had been no white men in this county with the exception of a few herders. Now the Indians had all gone onto reservations provided by the government or farther West to better hunting grounds. The passing of the buffalo had left no game here of interest to the red man. Now the government was offering all sorts of inducements to white settlers. Strange to say one heard no complaints about government interference, from these sturdy pioneers. The Indians were the only ones who complained.

Another thing I remember about that first hotel supper was that they served canned oysters in my honor. Cove Oysters, they were, cooked, canned, and shipped from California. I was used to them at home. My husband had told of eating them at a church supper in Sherman Center. But I was surprised to see that they had really reached this faraway place. Perhaps some of the present generation, accustomed to the wonders of modern refrigeration, are

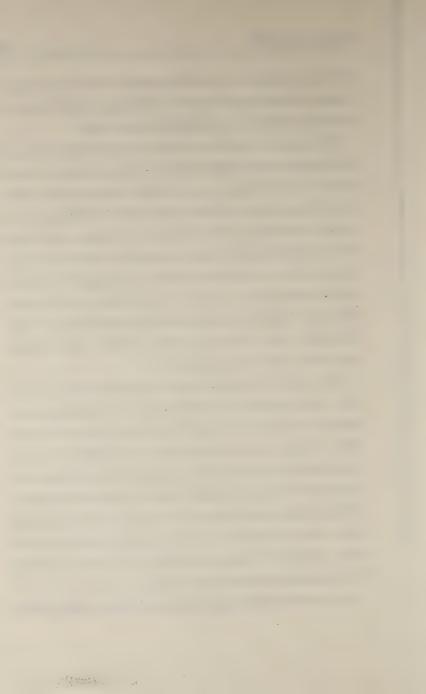


just as surprised to know that we ate canned oysters anywhere in those days. But they tasted good and I don't remember anyone's ever having been poisoned.

The next few weeks were busy ones, getting acquainted with people and strange things and preparing our new home. Lots were given away in the towns to those who would live on them. It was required that a building should be built on the lot. My husband had bought a building almost exactly like the stores around the square. We continued to live at the hotel while we struggled with the job of what is now known as remodelling. I shall never forget our arguments with the hardheaded German from Nebraska who served as both interior and exterior decorator — the town carpenter.

How proud we were when we at last moved in. It was only a four-room house, but that made it the largest residence in town by one room. Otherwise it was just like the others. There was no bathroom. In fact there were no bathrooms in the town. The plumbing was all outdoors. We bathed in large washtubs. Water, from one of the four wells in town, was delivered to us in a barrel which stood at the corner of the house. The pumps at these four wells were powered by large windmills. I can still remember how fresh and cool that water tasted.

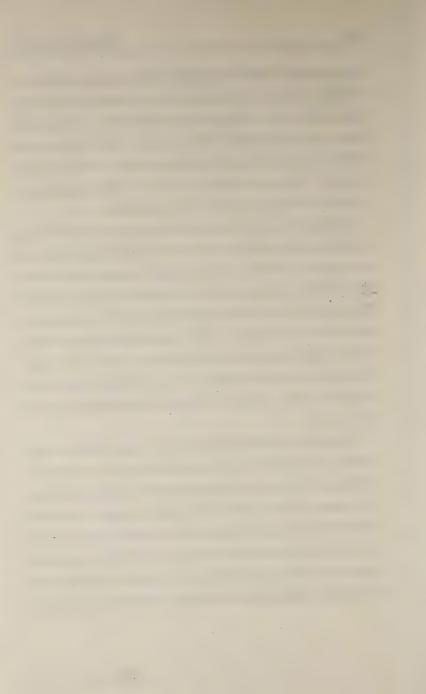
We cooked and heated the house with a funny little



Topsy stove, a small two-lidded affair but most effective. For fuel we used coal but some of our friends had coal oil stoves. Of course there were people who cooked with what were still called "buffalo chips." Don't believe the stories you hear about that being the only fuel used on the frontier. There are always people in every community who are willing to put up with makeshifts.

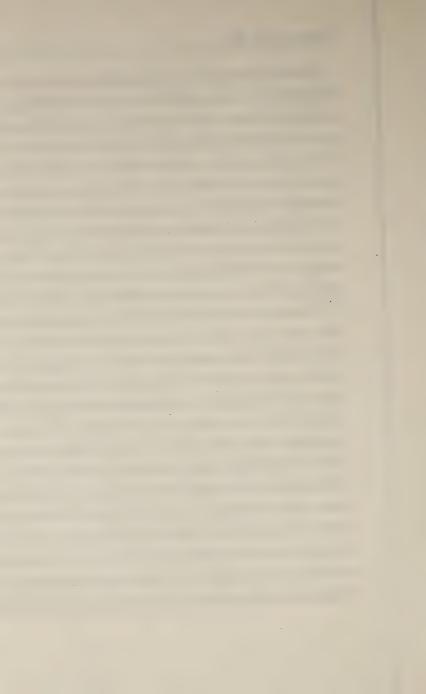
Although our plumbing and our heating were primitive, we had one link with luxury and life Back East. That was our piano. Another young couple moved back home shortly after we came and had to leave their piano behind because of the expense of moving it again. You can imagine the cost and effort which went into getting even a small upright piano across those plains. I will never forget the day it was moved into our house. What happy evenings we spent around it singing all the songs any of us ever knew.

Social life on the frontier was very much like that anywhere. The people were young, active, interested and interesting. All our amusements were self-made and simple. We sang, at home and in the church choir. We entertained each other at supper parties, and we played whist. In other words we made the best of what there was available. But there were differences — customs which have long since disappeared — incidents which were unusual.



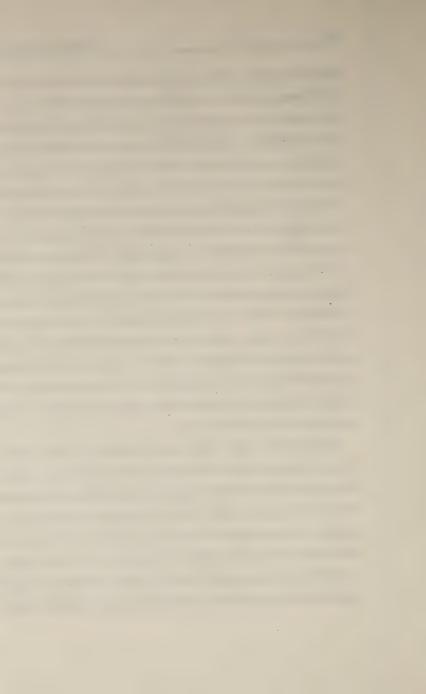
One day, shortly after we moved into our house, I was startled to hear shots outside. I rushed to the back door and opened it. There I saw a cowboy on a beautiful buckskin pony riding around the yard in circles firing into the air as fast as his revolver would work. There were no fences on the lawns of buffalo grass and nothing to prevent his having his fun. When he saw me his revolver flashed back into its holster, off came his sombrero and with a low bow, almost over the horse's head, he dashed away. You can imagine how thrilling that was to a young matron still in her teens. That was my first introduction to a real cowboy.

When I say a real cowboy, I want to emphasize the real. The ones we saw on that frontier bore no resemblance to those in Wild West stories one reads in the magazines and the distortions one sees on the screen. The cowboys I saw were true Americans, smart, capable, and courageous. The women of the community always felt them to be a great protection. They often came to town in bunches bringing a herd of wild horses and put on for the settlers a show of which Buffalo Bill would have been proud. These were quite unlike, I imagine, the shows my grandchildren go to see in Madison Square Garden. No rehearsals — but real action. A wild horse was a wild horse, not one trained to act wild. Some times it took hours to get near enough to halter one of these animals. When a lasso went over the



head of a pony and he came to the end of the rope, he rolled over and over. And the man on another horse at the other end of that rope was not looking for applause from the gallery - if he failed to stay in his saddle it meant humiliation in the eyes of his own friends. What these men did took real artistry and patience. I sometimes wonder where they got the intelligence and the power to keep the energy of those animals under control without injuring the horses mentally or physically. These men really loved horses. It must have been a gift of the great wide spaces. Remember they were not training horses for future exhibitions. They were training them for use and part of the job was to leave the animal with a good disposition and almost human intelligence. The fact that these exhibitions were given against a background of the vast expanse of nature instead of bleachers full of paying customers made them more wonderful to see.

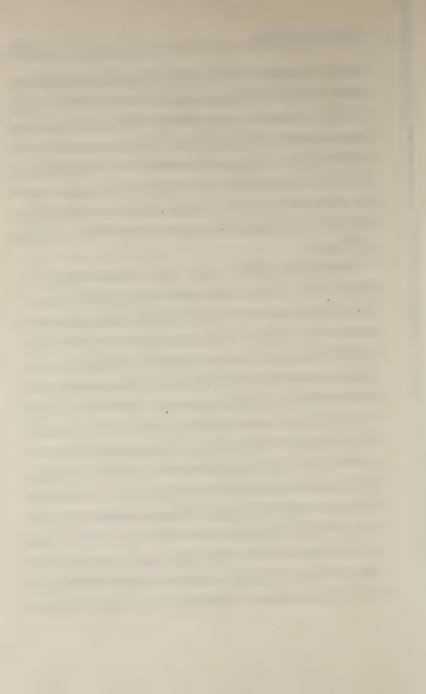
I said these ponies were being trained for use. Sometimes they were used while they were still being trained. You should have seen the expressions, somewhere between fear and anguish, on the faces of some of the tenderfoot stage-coach passengers after a forty-mile ride from the railroad behind ponies still wild enough for a cinch rope. A cinch rope was made of hemp about an inch and a half thick. It was carefully inserted into the mouth of the



animal by a clever trick of the cowboy. It was used long after the horse had become used to the lasso and had been put into harness. If not carefully used it would tear the pony's mouth wide open. It had a slip knot and when the animal started to plunge or lie down, throw himself about in frenzy, kick wildly at the tongue of the stage, or pull any other fancy tricks, the rope could be pulled so tight over the lower jaw that it had an immediate calming influence.

These horses, before they were captured and put to useful work, roamed wild across the prairies. I do not know where they came from originally. I mentioned their use by stage coaches. That was only a small part of the market for them. They were trained and shipped into the corn growing states and further East. There were various kinds, broomtails, cayuses, mustangs, and broncos. I saw an article about them in a magazine the other day, and I didn't like to learn that they are almost an extinct species.

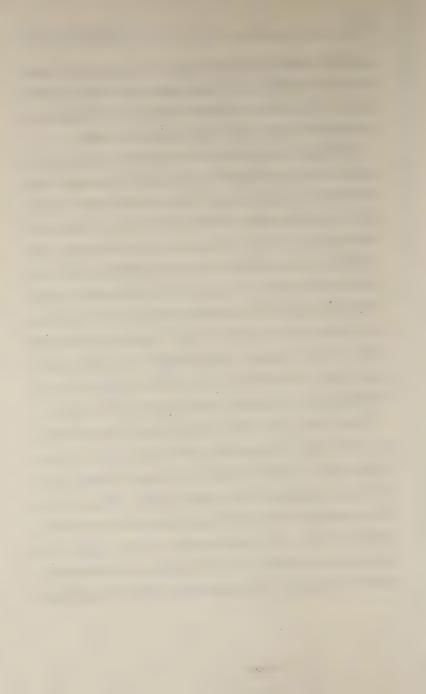
One hears a great deal about the cowboys drinking. After their business in town was attended to, they would gallop over the plain singing at the top of their voices, and could be heard long after they were out of sight. It was obvious they had been drinking enough to make them merry, but never enough to make them neglect their jobs or become a nuisance. Whatever they drank, bad as it



probably was, had enough pep in it to make them feel daring and skillful. But I never saw any of the drunken wildness that I have heard and read about. Compared to a modern Saturday night they were almost mild.

Speaking of the cowboys' drinking brings to my mind a question my granddaughter asked me the other day, "Did they have a bar at that hotel?" She did not know that no liquor was sold legally in Kansas, then as now. But there was a large washtub in the back room of the drug store which was always full of a brownish liquid in which some sort of bark floated and some of the men in town used to drink this in cups. I do not know what the bark was there for or what kind of bark it was. I never saw the back room. But my husband said the liquid had a kick like a mule. How he found that out I could only guess. Family drinking had not become a social custom in those days.

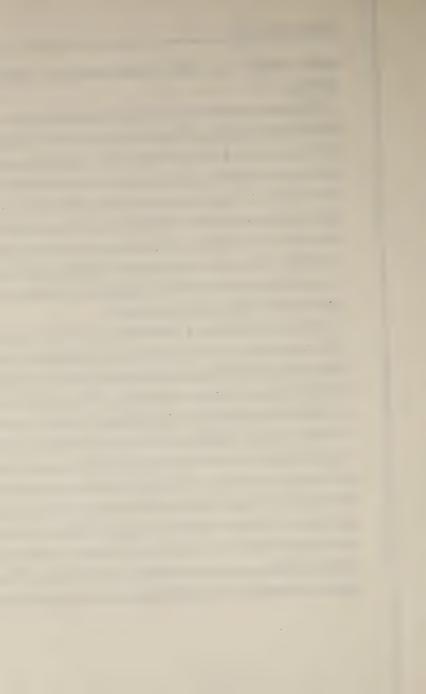
There were a few other kinds of wild life in addition to wild horses. There were prairie dogs, and of course jack rabbits of unbelievable size and speed. Prairie dogs lived in underground holes grouped like villages and it was amusing to see them sitting there one minute and disappearing into the holes the next. They looked like gophers. In fact until I looked the name up in the dictionary the other day, I always thought they were gophers,



under another name. But it seems they are a distinct species.

There was another form of animal life which often was called to our attention. Whether one would call it wild or not is a question. I am referring to the native flea, as annoying as a mosquito, as active as a sand flea on the beach. These fleas were as common as house flies and no respecters of persons. It was nothing unusual to see the best of society wet its fingers and go after one of these pests. A minister who really understood his people would try to cut his sermon short if his congregation became too restless under these relentless attacks.

Instead of a minister, I should have said the minister, there being only one, and one church, the Methodist. This church was the well-organized center of the community life and enjoyed a religious monopoly. The one occasion on which that monopoly was challenged resulted in one of those frontier incidents which fiction writers like to treat as typical, but which, I assure you, was a novelty to us. During the summer a roving minister came to town. He was not a Circuit Rider and had no connection with any church. He was merely a religious fanatic who had seen his duty and was determined to bring us into the paths of righteousness by preaching on the streets. The people did not like him, partly because he looked like a



brigand and partly because there was little need for his line of goods. We were there to watch and work more than to pray.

The climax came in the midst of a town meeting which was being held to prepare for the first election of city officers. This meeting was interrupted by the sound of many revolver shots. The entire town rushed to the square. Several cowboys, in town to celebrate, had the preacher in the midst of a circle and were making him dance by firing their guns at his feet. It was a strictly illegal proceeding but the city fathers joined with the rank and file in shouts of approval and roars of laughter. That was the last appearance of this self-appointed minister in a town where he was neither popular nor trusted.

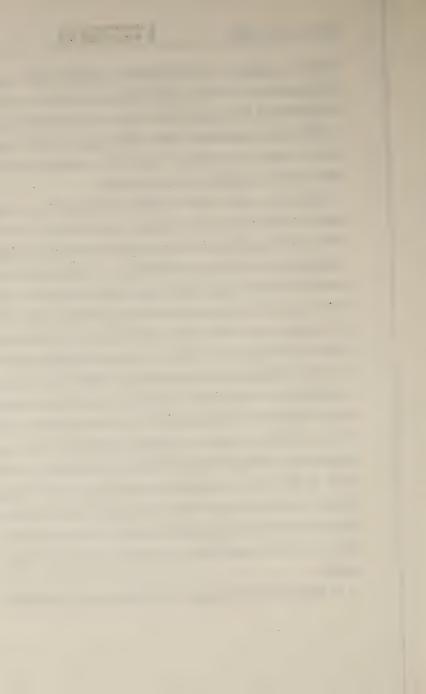
In addition to the fleas there was another pest in the form of tramps. Where they came from and where they went and how they found their way across the vast plains I never knew. But they came and often. One day one pounded on the door of a home on the outskirts of town and demanded that the housewife cook him a dinner. These were the days when women were still supposed to be of the clinging vine type but this time he picked the wrong woman. Instead of feeding him she ran him away with a revolver and left him uninjured only because she was a poor shot. That not only eliminated that tramp but



rid the community of the breed in general. They must have spread the word by their mysterious grapevine that the women of Sherman Center were not to be threatened. I tried to be nonchalant when this happened but I must confess that I was glad we lived in the center of town, since I had no ambition to be a heroine.

There was still another kind of animal life on the frontier which has now become almost extinct - oxen which were much used by the settlers for heavy hauling and plowing. A fine team of these were responsible for one of the many surprising things which happened to us. One day as we were returning by stage from a visit with the Barlows, who had just moved across the Colorado border, there appeared ahead of us a man driving a team of oxen. The stage driver, thinking to make time, pulled out of the two ruts which marked the road and started to pass this slow-looking outfit. Much to our surprise the driver of the oxen gave a gutteral grunt and the oxen began easing along beside our horses. After keeping even with us for about a mile they began to gain with long strides. In spite of the efforts of our driver and horses, they drew away from us and soon left the stage far behind. It sounds incredible to me even now, but it happened.

In spite of the fact that we all referred to tenderfeet



in a scornful tone, that's what we all were when we first arrived. Living on the frontier was something to be learned and there was only one teacher - experience. For instance there were blizzards which were as bad out there in the winter of '87 and '88 as they were in New York, and much more dangerous. We were as innocent of what a three-days' blizzard could do as were the Pilgrims when they landed on Plymouth Rock. The snow drifted through the cracks and had to be shovelled from the floor just as the dust did in the summer. Those who were lucky had plenty of fuel. But even then there was the question of livestock to be fed. Once out of sight of the house there was nothing to guide you and you went round and round with the wind. Lives were lost not only from one's becoming confused in the great open spaces but in trying to reach livestock a few yards away from the house. I shall never forget the time my husband was lost for three hours driving home from a place three miles away. That he got there was almost a miracle because he had no idea where he was until he almost bumped into the house. Luckily the horses knew their way. However, the pioneers were adaptable. They learned to be always well-stocked with fuel and to stretch wires, along which they navigated in stormy weather from their houses to the outbuildings.

There was another problem which we never did solve -

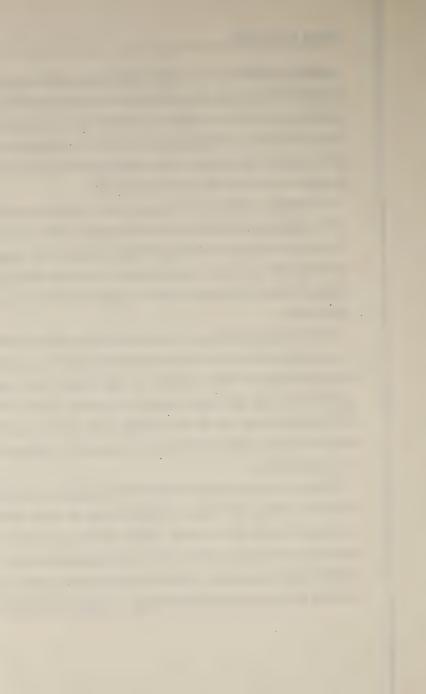


a problem which man has never solved through the ages. Every known scheme for rainmaking from gunpowder to prayer was tried at one time or another on that frontier. They all failed as everything of that kind has failed since. But gradually the science of dry farming was developed so perhaps we did find the solution after all.

Nowadays women are too busy with careers of their own to take part in their husbands' business. In those days we all were familiar with the problems of the family store or shop and on many occasions were active in helping. After all, everything depended on trade then even more than now.

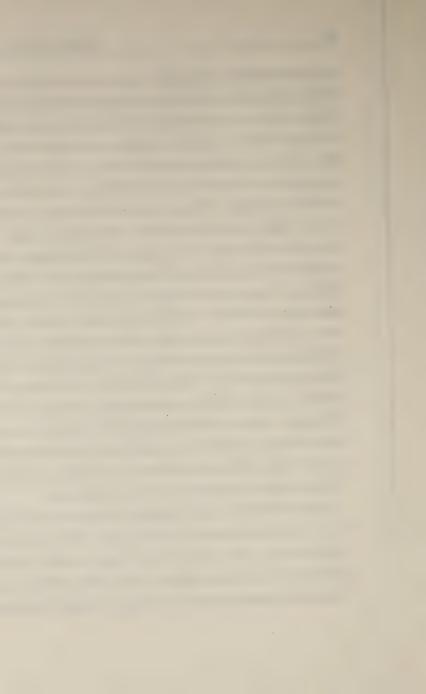
Some things stand out in my memory about that store. I was proud of the new front with double doors on each side and a grand show window in the center. And we painted the big new sign ourselves from the first C of CHARLES to the last E of STORE. I say we, because I helped mix the paint and sometimes wielded a willing if uncertain brush.

Then what to put in that window? I can remember my husband pacing the floor at night trying to solve this problem. People had to buy staples from us, tinware, lanterns, nails, guns, cutlery, hammers, knives, blankets—all the plain necessary articles hardware stores always carried. But they wanted little things to make their homes



more comfortable and livable. I mean vases, music boxes, albums, plates, tiny china figures, leather novelties, all the things one sees on the counters of novelty stores today. The question was - where would we get them? At that point there came into our home a book which I am sure received far more attention than the Bible. It was a Butler Brothers catalogue. There was the whole story, a new gospel, "Big Sales at Little Profit" and pages of items to sell. All we had to do was to guess at the right ones. My husband always said he did the guessing and I did the listening. I guess he was right. Anyway the selections made were profitable. We filled the show window. We put in counters near the front of the store where people lookd first. And we made new signs. "Everything On This Counter 10 Cents" or "Everything On This Counter 25 Cents," just like the big chains today. There was this difference - the merchandise Butler Brothers sold us was never shoddy. Or is that the prejudice of an old-timer? At any rate those tables were cleaned off and sold out every Saturday night and people came back for more.

I read an article in a big magazine the other day written by a Yankee storekeeper. It told of all the slick tricks he thought up to get people to buy things. I wish I could remember some of the things we did, being always sure to see that customers got their money's worth. The one



that sticks most in my mind was "Faeth's Early Western Peas." Garden seeds were one of our biggest items, partly because people needed gardens and partly, I suppose, because they had a great curiosity to see what would and what would not grow in that strange soil. Anyway we bought peas in bulk and that's the way they were sold. But somewhere my husband ordered some small envelopes with gay lettering and a trademark, "Faeth's Early Western Peas — Selected and Best Quality." These were filled with the best of the bulk peas and sold for lots more money. They were selected all right. I spent many weary hours doing that selecting myself, and I know.

While our business and the others in town were prospering, the fight for the county seat went on. There was no violence but many muttered threats which came mostly from a few hotheads in each community. The towns were only about fifteen miles apart. Glaring visitors from Eustis would ride around our square and vice versa but I remember no real fighting. To complicate the situation, a new town company was organized six miles from Sherman Center, which was known as Goodland. Before there was a real town there, they had won the election. We always wondered why, because they all made the same offer, free lots. We heard vague mentions of railroad influence, to which we didn't pay much attention. Sure enough Good-

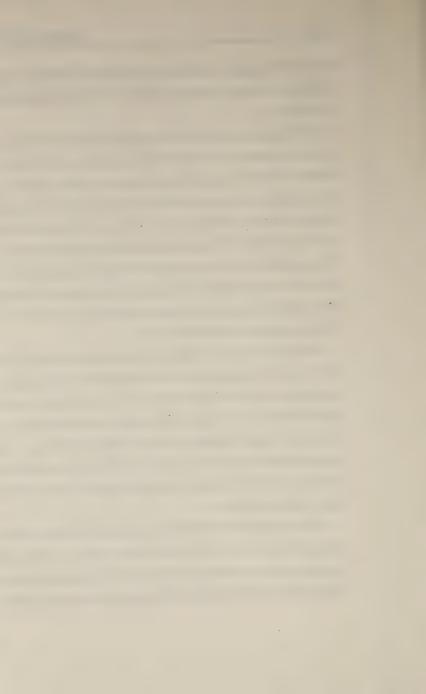


land did become a division on the Rock Island as soon as the line was put through. Maybe that had something to do with it.

The great majority of the people accepted the election and were anxious to settle down to business. Not so with Eustis. There they refused to give up the records and threatened, in fact even tried, to burn down the court-house. Finally it became so bad that the Governor called out the militia. When this small detachment of men went through Sherman Center there was great excitement. By that time the people in our town had gotten themselves thoroughly aroused and many of the men decided to go along and help enforce the law.

I'll never forget standing on the square watching these men go into our store and come out with guns and ammunition which I knew were fresh from our stock. I never did know whether these arms were taken from the store or loaned willingly. My husband didn't get very excited and the stuff all came back. Even this small show of force settled the issue for good and all. Eustis offered no further resistance.

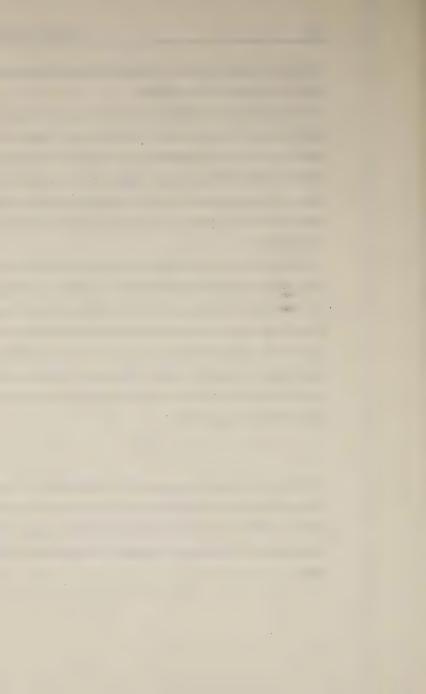
After this most of the business men in Sherman Center prepared to move to Goodland. No -I do not mean pack up and move. I mean just move their houses and stores intact to the new location. The prairie was perfectly level



so hills were no problem. Goodland was all marked out in advance and each store or house went to its proper place like moves on a checker board. The stores went first – then the homes.

The actual moves were made by real horse power, not that calculated by an engineering formula. Eight horses were hitched in tandem to the building by heavy chains and harness. Large logs, eight or ten of them, were placed under the house. The horses then pulled the building its full length along the logs, which were then reset and the process repeated until the destination had been reached.

I was quite excited when it came time to move our house. But I followed the plan we had worked out and everything started all right. We put the dishes, and anything else which might fall, on the floor. At least we were off with some trembling on both my part and that of the house. The only trouble came from our little Topsy stove, or rather from its pipe, which began to shake as if it would collapse any minute. There was only one thing to do, so I stood and held the stovepipe all six miles. If that sounds like a simple matter I suggest you try it sometime. At last we attained our objective — breakfast in Sherman Center and lunch in Goodland six miles away, all in the same house on the same day cooked on the same stove. Not so dramatic as breakfast in New York and dinner in San

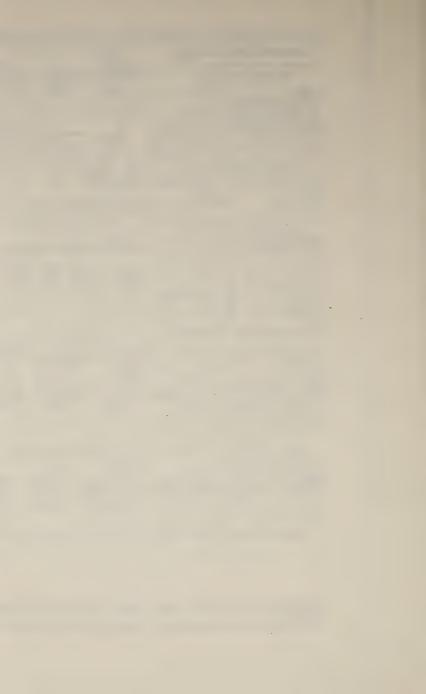






PRACTICAL GOODS at MODERATE PRICES will draw Trade even to the Poorest Location.

Facsimile of excerpts from Butler Brothers Catalog, 1888-9 mentioned on page 28. Courtesy Butler Brothers.



CONTENTS OF OUR "SIXTY DOLLAR" ASSORTED CASE OF "5-Cent Counter" Goods.

Comprising ONE DOZEN EACH (except where otherwise stated) of the following articles:

Per Con.	The same that the second is advised to the second
g . Tack Haramers-Hart pointed heads selected wedged	Mair Benahes - Good one k, a big beder for a nickel
Sharete Male from one piece - brain shork, but crossed to the the of potential lim. Never before seen at title	While Brenches, cloud got it is by leader for a prince for the Bessian form it is not the first I be don't be not fulfire. Notations. If side from parions whe many department of Analysis consists in con-it issues.
No. of the or descent that weak require at the	Burst Agraine 4 Analys have start been a better
Garry Lincoln - ditar, ocassind hander, escribishes	Booth Assault Avapuation and a service and a
Aurgainment Hammands Fall sine with claw, se could	navier land and the state of th
	White care aprage Best spring were
Short Inda - a angle of both sastragions The short life	Together the things of the same with bring to the same with bring to the same with bring to the same with the same wither the same with the same with the same with the same with the sa
However government is a second basis for held moved blade, highly perioded and of the second	Total Forms Kirs heavy o perput wire, with
and filmen a series of present	Pleas Address time to the property of the country o
Choice for one profes at a finance processing a magon brane. Posts timpersumble offer other Cystoher. The best to the morane. Histoher timpersum a process of process.	Roles Boye and I fast white a shows rade
state forther to prove a print a print of the print of th	Rolls - Boys and I had been a boys and the court
of the tracking a part that you do no paragraph of the tracking a part that the part of without someway.	The state of the s
on first Brancheton a postult many combs per up without somes	the property was broke the Paris or faction over quality goals
a Living to extragalization of the commonly enter an a source and a source.	" It. Daw Yrrep Mage- Americal cities, parked to spared text, perfect
Hard Cage Man and and the performance of the first	
Can represent the state of the	fire bot bate bat a smate seed on . see I have in a s and word but
Tar it take it restates about Another	Hade files them a paper, a paper to a but. I would at a nickel a bunch bearing Malla- Enterted, with bondie time packet to bold darating according
Brist Cape House and the Market power of the age has been been been been been been been bee	. Harmitten in act as 115 acres
DESCRIPTION OF THE PROPERTY OF	Vetral Photo Practice-Pornard pools, sire, 35, 15 tuckes, mast rack
Trape to be og Affilia But to	Verbicant and the control of the Charge of t
has your been the greater by manager and you	the standard of the standard of the partie of the parties of the standard of t
	BANK TORREST OF THE PROPERTY OF THE
Assessment Forths (in Action and I date from Action and I date from Action and Action and I date from Action and Action a	The state of the court of the state of the s
At the feet of the and and and are	Manage Manifes transfer design acres and an arrange
Bippers I'm its at a series	Planting Survive Fordet or or force a power before wild at few time a of
(Separation of the stoppe and hear to	American agreement of purposes of the property
midnight to the second	tomar Brance for our any poor at more thanks, way or en, and
	Heart I for the state of the st
The same of the sa	Heart fort Mitgs Prochagasarpes
	to the tites of the second second
	Company of the Control of the Contro
The second second	Mille Litelberto Production Color
	From the end of the total and the second terminal terminal and the second term
The same of the sa	Hardward Briefe in the second of the second
	august thinks a carrie of our clock substitutions to be immediation grands
Mark to B va	Compared to the party of the state of the st
FO. 2. 22.	Server M. in Fire mental and the complete with the server
The state of the s	The state of the s
The state of the s	Comments and the Control of the state of the state of
and the second s	angen than you was properly at Harts and the street of the street of the
and the same of th	Commence and a support of the second of the
A service of the serv	distance of the second section is the second section of the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the second section is the second section in the second section in the section is the second section in the section is the second section in the section is the section in the section in the section is the section in the section is the section in the section in the section in the section is the section in the section is the section in the section in the section in the section is the section in the section in the section in the section is the section in the section in the section in the section is the section in the section in the section in the section is the section in the section in the section in the section is the section in the section in the section in the s
A construction of an interference of proceedings of the first of the construction of t	Stant or answellings "Unique his ter har has a man
Angerestant control they are not a dealer of property to a second of the second property to	tractions carried and an angle of the control of
	trafficers cannot be more properties of the particular of the part
Fred A man Marke Warre 1 24 Chr.	
Har a water That is to bed from process from my	Frank of the discount of the part from the second of the s
Mills at exercise and the set that a	Marine Special Control of the Contro
Ent Face on the first by months and the and	The state of the Nacon that Is the tradesta south of the
Buylors on the that the send and trained from the form of the control of the cont	whose to apply the first of the property of the transfer that
the confession from a series of the beautiful to	water beneat Busten but we office I to gette be proported by the face
	Comments of the Artistantian and Artistantian
for train to but my approved a decident	eligible of a bit of the best grad of
for trees for the province of the second the second the second to the second tree of the	William to the state of
The same of the sa	And the second s
	Proceedings and the second sec
The place of the book of white	Extra parts and the second service to the service serv
The second second	Little Paule or Constituting on the bard the Authority of the
the state of the s	the providing of over the providing and of the control of the cont
And the state of t	the state of the second
The same of the sa	Key Cours of us, recommended traversed with a travel
it was a set of the contraction of the matter stee and and	James Harryon trid administrative right processors. Short Burning and Company Comments of the
The second secon	grander and the second
	"HERE'S YOUR PROFIT!"
he above case of 168 Dozen costs you \$60.00.	
	You sail the above at 50 each, and you realize \$100.8
tractive Show Caris Calling Alfenhan to the "B. Counter	They crat you 60.0
arn Baril From	Your profit



THE "CHEAP COUNTER" LEADS THE WAY

TO THE SUGGESSFUL "DEPARTMENT STORE."

THERE ARE FOUR THES MORE GOODS BEING SOLD FROM THE "5, 10 AND 25-CENT COUNTERS" OF TO-CAY THAN WERE DISPOSED OF DURING THE "5-CENT CRAZE " OF 1379 AND '80.

THE NUMBERS OF WIDE-AWAKE MERCHANTS Monthly joining our vast army of "Department Store" gustomers have in nearly every case have converted total than through the success of field chain country various.

THESE ARE A TROUGHBO TOWER in this country just rise for an existency such as only can be attended by means of this orders common existences. This difference means are appreciation; this safety and ARE FAMELINES or is 1900FFF UNBLIFED. The same of the safety and the safety an

YOU MUST NOT CONSIDER Your neighbor when putting in a cheap counter. Remember that you cannot run your business to not "it in and make a success of it. It can be done! One of you is the smarter of the two, and in the mecanise rare will gradually climal exist from the other's level, Which shall it be?

TRY ONE OR MORE Of our ASSORTED CASE LOTS, and you will thank us for so advising you.

CONTENTS OF OUR

SIXTY-DOLLAR "ASSORTED GASE" OF "10-SENT COUNTER" GOODS.

THE ASSOCIATION COMPRESS ONE DOCKE SCOT OF THE FOLLOWING STEEDS:

A CONTROL OF THE FOLLOWING STEEDS:

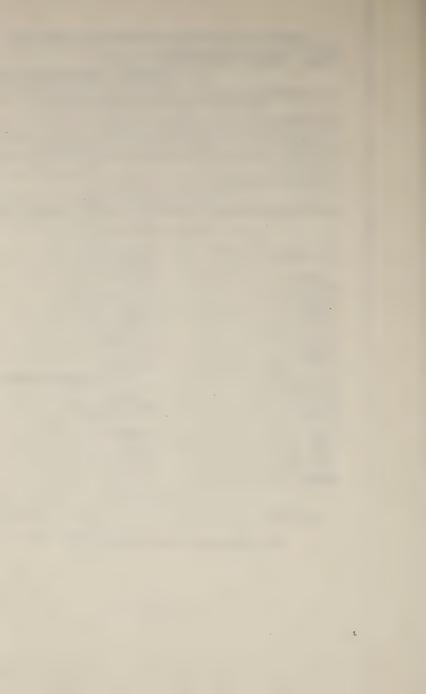
LOOK AT THESE FICURES:

81 DOZEN.

You sell above at 10 cents each, and you realize - \$97.20

\$60.00.

There is NO DULL SEASOM POSSIBLE with a CHEAP COUNTER in sight.



"COLD FACTS" FOR AMBITIOUS MEACHANTS.

MID-WINTER SUCCESTIONS FOR PUSHING SALES.

1T'S A FACT That trade has a natural tendency to go slow during January, February and March:—a truth to which every Storekeeper in America will aubscribe.

IT'S ANOTHER, that business can be MADE TO MOVE at a PROFITABLE PACE during those dream months:-We can PROVE IT to any clear-thinking, willing-to-try Merchant.

THIS IS THE REASON why our energetic customers NEYER have a duff Sesson, and consequently keep us busy TWELVE MONTHS IN THE YEAR.

A Practical Article at a Low Price is-to its Buyer-a Bargain, and for its Seller an Effective Advertisement.

TRADE MUST BE BRACED UP BUT HOW?

To the meanth of an orbitals in theories a what there is little needs of account a word regarding the possibilities of keeping trade interesting, drying the fraction into contract weeks foregoes the histories of the point of the exposer the plant of making a trace via pospublish of contract little of the contract of the interest of the surpress and of remaining a trace of the contract of the

As a man, of the lefts, the first measure ment frame with National and the control of the contro

when the increasing a cloud a consequence when in the increase it is moved in communities. At most every note, that is the fau would be quite, who we expedit the consultation marking the cold service can their object. I the coarse practice that who we will be using fire the best worked. In these parties we to the code pages we will be using fire the best worked in the lowest a work page to the code pages are will be unable to the form of the code pages are will be unable to the form of the code pages and the market dark pages and the page and the pages and the code pages are the page to the page and the page and the page to the page t

In the initial case, there must be a singular count for in where the proble. The manufacture of the problem of

And affectively action and its total as a very trace as in our extraording or one parameter as grounds began, and tower cause to be an absorbation for the first out of the more and as a reference model much in our offs coale in a more associated part in fair period. This introduces to your process may be coaled to make a mobile and activities and a fair period. This introduces want to your process may be compared to make a making properties the part of the parameters.

AN OLD STORY-YET EVER HEW.

Pre-effects where we have possible the Actine of "the long ap" trade for the effect months account for properties to a county read on a man to a peril has been considered with the actine and the arms of elegal possible, possibling more hards, which is estimated by the following within the which translated before the time the actine of t

What increases a few regions with a region of the state o

We also not a remain the under a former of more of motive prime on both most given because the most of monage at the prime of the treat proper are supplied by the first to the prime brings to per. The most prime more with past as for goods never of second-second more presentative on they presently can useful the monage that past as for goods never of second-second more presently can useful the monage observer.

A conditional with the opening personal probability and a consistent with a degree of a white in the personal condition of the condition of th

we will be a set of the surprise of the surprise of the set of the

ment, suggetion in the CO Berry, and made from the following termine but sharing them to be all more among one made from the following more for the following termine but and the following termine but and the following termine the following termine but and termine be the proportion of the control of the same but the annual that it can be readed to clear a few other control or the control of the same but the annual that it can be readed to clear a few to the control or the control of the control or the control or the control or the control or the control of the contr

IO CUESS-WORK ABOUT THIS PLAN.

This is not a four-institute that keep space of the entire experience of the seasons, of our horizontal institute of the season of the season

State continued in different the core with max and success. To make the open data of success the matter of the product of the product of the matter of the product of possible field of unling all lasers of greater indice model that the product of possible field or unling all lasers of greater indice model that the product of possible field on the product of possible field of unling all lasers of greater indice models are considered from the product of t

ITS EARLIEST FRIENDS AND AMONG ITS STRONGEST.

As a finish a finish and the second of the s

that, makes . Thereing a statem of myor more east on the fact of the many of a second to the state of the second to the state of the supporting to the second to the state of the second to the second

IT MAKES THE BEST POSSIBLE STOCK CLEANER

When the content and the second of the secon

The observation affects the anal measure of impriming of most fields as to all the order to make the many districts of the control of the many field of the many field of the control of t

WHAT IS A CHEAP COURTER!

The obtainful elements which is expressed to be seen on a view of the first of the country of a time, sureful of greaters the entire that the first of the country of the first of the country of the cou

The greate are ask of the local sector based as a local sector and local members as the first own three members are the presentable as in south members because the result presentable is in south members and only one of some long teaching action that when salves as consectors with the restriction of Vision DV 1 Same values them in excess their facilities.

We have blue that the blue of his solutions and relative based on the control of specific the property of the

This is the Mid-Winter Trip of " Our Drummer," from BUTLER BROTHERS, New York and Chicega.











